10-DAY SALES

	Dec. 11-20, 1990	% change '90 vs. '89
DOMESTIC BUILT CARS		
Eagle	1,086	+ 16.4
Chrysler	3,360	– 26.0
Dodge	7,340	– 22.7
Plymouth	4,492	– 13.0
CHRYSLER CORP.	**16,278**	**– 19.2**
Ford	20,930	– 24.1
Lincoln	5,612	+ 10.0
Mercury	5,019	– 32.8
FORD MOTOR	**31,561**	**– 21.4**
Buick	10,390	– 23.8
Cadillac	5,319	– 23.7
Chevrolet	24,513	– 8.5
Oldsmobile	8,877	– 24.1
Pontiac	10,879	– 22.7
Saturn	447	.
GENERAL MTRS.	**60,425**	**– 17.4**
HONDA	**6,384**	**– 43.2**
MAZDA	**1,148**	**+ 16.5**
MITSUBISHI	**1,092**	**+ 55.6**
NISSAN	**2,762**	**+ 85.2**
SUBARU	**1,657**	**—**
TOYOTA	**6,270**	**– 10.5**
U.S. CAR TOTAL	**127,577**	**– 17.6**
TRUCKS		
Chrysler	97	+ 10.2
Dodge	8,596	– 39.6
Jeep	3,697	– 35.4
Plymouth	3,610	– 21.4
CHRYSLER CORP.	**16,000**	**– 36.9**
FORD MOTOR	**25,582**	**– 21.4**
Chevrolet	25,539	– 17.2
GMC	7,402	– 14.6
Oldsmobile	574	+ 59.0
Pontiac	662	+ 69.3
GENERAL MTRS.	**34,177**	**– 15.1**
ISUZU	**1,215**	**—**
MAZDA	**297**	**—**
NISSAN	**2,676**	**– 4.2**
U.S. TRK. TOTAL	**79,347**	**– 20.9**
U.S. CAR-TRUCK TOTAL	**206,924**	**– 18.9**
IMPORTED CARS		
Eagle	286	– 4.0
Chrysler	67	– 80.9
Dodge	843	+ 34.9
Plymouth	409	– 24.0
CHRYSLER CORP.	**1,605**	**– 11.4**
Ford	621	– 46.9
Mercury	1,082	+ 84.01
FORD MOTOR	**1,703**	**– 3.1**
Chevrolet/Geo	1,383	– 9.6
Pontiac	202	– 32.0
GENERAL MTRS.	**1,585**	**+ 1.7**
Lexus	1,864	+ 34.1
Toyota	10,108	– 6.2
TOYOTA	**11,992**	**– 1.5**
Total Reported	**18,450**	**– 4.2**
ALFA ROMEO	**67**	**—**
ASTON MARTIN	**2**	**—**
BMW	**1,397**	**—**
DAIHATSU	**293**	**—**
FERRARI	**9**	**—**
Acura	3,187	—
Honda	6,886	—
HONDA	**10,073**	**—**
HYUNDAI	**2,533**	**—**
ISUZU	**129**	**—**
JAGUAR	**606**	**—**
LAMBORGHINI	**1**	**—**
LOTUS	**3**	**—**
MASERATI	**2**	**—**
MAZDA	**4,689**	**—**
MERCEDES-BENZ	**2,393**	**—**
MITSUBISHI	**4,039**	**—**
Infiniti	191	—
Nissan	5,595	—
NISSAN	**5,786**	**—**
PEUGEOT	**111**	**—**
PORSCHE	**208**	**—**
ROLLS/BENTLEY	**11**	**—**
SAAB	**387**	**—**
STERLING	**80**	**—**
SUBARU	**1,565**	**—**
SUZUKI	**113**	**—**
Audi	421	—
Volkswagen	1,897	—
VOLKSWAGEN	**2,318**	**—**
VOLVO	**1,706**	**—**
YUGO	**129**	**—**
Total Estimated	**37,084**	**—**
IMPORTED CAR TOTAL	**55,534**	**—**
IMPORTED TRUCKS		
CHRYSLER CORP.	**266**	**– 48.3**
GENERAL MTRS.	**1,061**	**+ 12.2**
TOYOTA	**3,403**	**+ 23.2**
Total Reported	**4,730**	**+ 12.0**
DAIHATSU	**60**	**—**
ISUZU	**1,790**	**—**
MAZDA	**1,852**	**—**
MITSUBISHI	**1,174**	**—**
NISSAN	**762**	**—**
RANGE ROVER	**260**	**—**
SUZUKI	**168**	**—**
VOLKSWAGEN	**37**	**—**
Total Estimated	**6,103**	**—**
IMPORTED TRUCK TOTAL	**10,833**	**—**
IMPORT CAR-TRUCK TOTAL	**66,367**	**—**
TOTAL INDUSTRY CARS & TRKS.	**273,291**	**—**

There were 9 selling days in the period this year and last year.

Industry sales off 16.5% in mid-December

By Kathy Jackson
AUTOMOTIVE NEWS STAFF REPORTER

Sales of U.S.-built and imported cars and trucks took a big dive the middle 10 days of December.

A total of 273,291 cars and trucks were sold in the Dec. 11-20 period, a 16.5 percent drop from the comparable period a year ago. Combined imported and domestic car sales fell by 28,981 units; truck sales lagged by 24,840 units.

There were nine selling days in each period.

Four automakers reported actual import sales: Chrysler Corp., General Motors, Ford Motor Co. and Toyota Motor Sales U.S.A. Inc. *Automotive News* estimated all other import sales.

Volkswagen of America Inc., which reported 10-day sales for the first time the Dec. 1-10 period, said it inadvertently released those figures and will report sales on a monthly basis only.

Chrysler earlier announced it would cease releasing 10-day reports as of Dec. 31.

Only three of the nine carmakers that build cars in the United States reported increases from year-ago figures. Domestic truck sales were down across the board.

U.S.-based automakers reported sales of 127,577 cars in the period, a 17.6 percent decrease from a year earlier. Truck sales totaled 79,347, off 20,988 units. Cars and trucks combined were off 18.9 percent.

American Honda Motor Co. Inc. suffered most among domestic carmakers; Honda's sales fell 43.2 percent.

Each GM division reported lower figures, as GM car and truck sales tumbled 16.6 percent. Ford got a 10 percent boost from its Lincoln nameplate, but its overall sales were down 21.4 percent, and Chrysler Corp.'s car and truck sales were off 29.1 percent.

Mazda Motor of America Inc., Mitsubishi Motor Sales of America Inc. and Nissan North America Inc. were the only U.S. manufacturers to sell more cars than during the same period last year.

Among the four automakers reporting import sales, only GM reported an increase, up 1.7 percent. The four reported selling a total of 18,450 imported models, down 4.2 percent.

Automotive News estimated that the manufacturers who did not report import figures sold 37,084 units, down from the estimated 37,959 units sold in mid-December last year.

Total reported and estimated import car sales were 55,534, down 2.9 percent.

Chrysler, GM and Toyota reported selling 4,730 imported trucks, a 12 percent increase from a year ago. *Automotive News* estimated that 6,103 additional imported trucks were sold for a total of 10,833, off 3,852 units.

U.S. CAR AND LIGHT-TRUCK SALES, 12 MONTHS — 1990 vs. 1989 (ranked by car and light-truck total sales)

Make	Car Sales 1990	Car Sales 1989	Car Sales 1990 Share	Car Sales 1989 Share	Truck Sales 1990	Truck Sales 1989	Truck Sales 1990 Share	Truck Sales 1989 Share	Car & Truck Totals 1990	Car & Truck Totals 1989	% Share of Total Car & Truck Market 1990	% Share of Total Car & Truck Market 1989	Changes Share (Points)	Changes Sales (Percent)
Ford	1,321,149	1,502,878	14.3	15.4	1,373,493	1,401,994	30.0	29.4	2,694,642	2,904,872	19.5	20.0	– 0.5	– 7.2
Chevrolet	1,364,096	1,348,265	14.7	13.8	1,243,005	1,309,837	27.1	27.5	2,607,101	2,658,102	18.8	18.3	0.6	– 1.9
Toyota	715,674	660,637	7.7	6.8	278,797	268,414	6.1	5.6	994,471	929,051	7.2	6.4	0.8	7.0
Dodge	361,689	447,688	3.9	4.6	465,953	548,429	10.2	11.5	827,642	996,117	6.0	6.9	– 0.9	– 16.9
Honda	716,495	641,041	7.7	6.6	—	—	—	—	716,495	641,041	5.2	4.4	0.8	11.8
Pontiac	636,390	678,968	6.9	6.9	29,875	3,226	0.7	0.1	666,265	682,194	4.8	4.7	0.1	– 2.3
Nissan	419,191	499,336	4.5	5.1	171,954	153,412	3.8	3.2	591,145	652,748	4.3	4.5	– 0.2	– 9.4
Oldsmobile	511,781	600,037	5.5	6.1	26,075	2,122	0.6	0.0	537,856	602,159	3.9	4.1	– 0.3	– 10.7
Buick	536,667	542,917	5.8	5.6	—	—	—	—	536,667	542,917	3.9	3.7	0.1	– 1.2
Plymouth	252,964	306,161	2.7	3.1	171,527	184,943	3.7	3.9	424,491	491,104	3.1	3.4	– 0.3	– 13.6
Mercury	390,794	474,673	4.2	4.9	—	—	—	—	390,794	474,673	2.8	3.3	– 0.4	– 17.7
GMC	—	—	0.0	0.0	326,370	353,788	7.1	7.4	326,370	353,788	2.4	2.4	– 0.1	– 7.7
Mazda	225,712	226,167	2.5	2.3	123,965	115,750	2.7	2.4	349,677	341,917	2.6	2.4	0.3	2.3
Cadillac	258,168	266,899	2.8	2.7	—	—	—	—	258,168	266,899	1.9	1.8	0.0	– 3.3
Lincoln	231,660	200,315	2.5	2.0	—	—	—	—	231,660	200,315	1.7	1.4	0.3	15.6
Jeep	—	—	0.0	0.0	196,863	249,170	4.3	5.2	196,863	249,170	1.4	1.7	– 0.3	– 21.0
Mitsubishi	144,842	111,769	1.6	1.1	45,888	38,707	1.0	0.8	190,730	150,476	1.4	1.0	0.3	26.8
Chrysler	185,535	196,125	2.0	2.0	2,891	1,812	0.1	0.0	188,426	197,937	1.4	1.4	0.0	– 4.8
Acura	138,384	142,061	1.5	1.5	—	—	—	—	138,384	142,061	1.0	1.0	0.0	– 2.6
Hyundai	137,448	183,261	1.5	1.9	—	—	—	—	137,448	183,261	1.0	1.3	– 0.3	– 25.0
Volkswagon	129,705	128,503	1.4	1.3	6,643	5,147	0.1	0.1	136,348	133,650	1.0	0.9	0.1	2.0
Isuzu	5,837	16,296	0.1	0.2	105,820	103,373	2.3	2.2	111,657	119,669	0.8	0.8	0.0	– 6.7
Subaru	108,547	136,112	1.2	1.4	—	—	—	—	108,547	136,112	0.8	0.9	– 0.2	– 20.3
Volvo	89,894	102,580	1.0	1.0	—	—	—	—	89,894	102,580	0.6	0.7	– 0.1	– 12.4
Mercedes-Benz	78,375	75,714	0.8	0.8	—	—	—	—	78,375	75,714	0.6	0.5	0.0	3.5
BMW	63,646	64,881	0.7	0.7	—	—	—	—	63,646	64,881	0.5	0.4	0.0	– 1.9
Lexus	63,534	16,302	0.7	0.2	—	—	—	—	63,534	16,302	0.5	0.1	0.3	289.7
Eagle	60,646	69,719	0.7	0.7	—	—	—	—	60,646	69,719	0.4	0.5	0.0	– 13.0
Saab	26,397	31,576	0.3	0.3	—	—	—	—	26,397	31,576	0.2	0.2	0.0	– 16.4
Infiniti	23,960	1,759	0.3	0.0	—	—	—	—	23,960	1,759	0.2	0.0	0.2	1262.1
Audi	21,106	21,283	0.2	0.2	—	—	—	—	21,106	21,283	0.2	0.1	0.0	– 0.8
Suzuki	6,503	6,008	0.1	0.1	13,525	24,172	0.3	0.5	20,028	30,180	0.1	0.2	– 0.1	– 33.6
Jaguar	18,728	18,967	0.2	0.2	—	—	—	—	18,728	18,967	0.1	0.1	0.0	– 1.3
Daihatsu	10,630	15,111	0.1	0.2	4,354	298	0.1	0.0	14,984	15,409	0.1	0.1	0.0	– 2.8
Porsche	9,139	9,476	0.1	0.1	—	—	—	—	9,139	9,476	0.1	0.1	0.0	– 3.6
Yugo	6,359	10,576	0.1	0.1	—	—	—	—	6,359	10,576	0.0	0.1	0.0	– 39.9
Range Rover	—	—	0.0	0.0	4,582	4,822	0.1	0.1	4,582	4,822	0.0	0.0	0.0	– 5.0
Peugeot	4,292	6,095	0.0	0.1	—	—	—	—	4,292	6,095	0.0	0.0	0.0	– 29.6
Sterling	4,015	5,907	0.0	0.1	—	—	—	—	4,015	5,907	0.0	0.0	0.0	– 32.0
Alfa Romeo	3,482	2,850	0.0	0.0	—	—	—	—	3,482	2,850	0.0	0.0	0.0	22.2
Saturn	1,881	0	0.0	0.0	—	—	—	—	1,881	0	0.0	0.0	0.0	—
Rolls-Bentley*	1,200	1,200	0.0	0.0	—	—	—	—	1,200	1,200	0.0	0.0	0.0	0.0
Ferrari*	960	960	0.0	0.0	—	—	—	—	960	960	0.0	0.0	0.0	0.0
Lotus*	324	324	0.0	0.0	—	—	—	—	324	324	0.0	0.0	0.0	0.0
Maserati*	240	240	0.0	0.0	—	—	—	—	240	240	0.0	0.0	0.0	0.0
Lamborghini*	156	156	0.0	0.0	—	—	—	—	156	156	0.0	0.0	0.0	0.0
Aston Martin*	60	60	0.0	0.0	—	—	—	—	60	60	0.0	0.0	0.0	0.0
TOTAL	**9,261,793**	**9,771,853**	**100.0**	**100.0**	**4,580,545**	**4,769,416**	**100.0**	**100.0**	**13,842,338**	**14,541,269**	**100.0**	**100.0**	**0.0**	**– 4.8**
TOTAL BIG 3	**6,113,420**	**6,634,645**	**66.0**	**67.9**	**3,836,052**	**4,055,321**	**83.7**	**85.0**	**9,949,472**	**10,689,966**	**71.9**	**73.5**	**– 1.6**	**– 6.9**
TOTAL JAPAN	**2,552,847**	**2,472,599**	**27.6**	**25.3**	**733,268**	**704,126**	**16.0**	**14.8**	**3,286,115**	**3,176,725**	**23.7**	**21.8**	**1.9**	**3.4**
TOTAL EUROPE	**458,078**	**481,348**	**4.9**	**4.9**	**11,225**	**9,969**	**0.2**	**0.2**	**469,303**	**491,317**	**3.4**	**3.4**	**0.0**	**– 4.5**
GM	3,300,983	3,437,086	35.7	35.2	1,625,325	1,668,973	35.5	35.0	4,934,308	5,106,059	35.6	35.1	0.5	– 3.4
Ford	1,943,603	2,177,866	21.0	22.3	1,373,493	1,401,994	30.0	29.4	3,317,096	3,579,860	24.0	24.6	– 0.7	– 7.3
Chrysler	860,834	1,019,693	9.3	10.4	837,234	984,354	18.3	20.6	1,698,068	2,004,047	12.3	13.8	– 1.5	– 15.3
Honda/Acura	854,879	783,102	9.2	8.0	0	0	0.0	0.0	854,879	783,102	6.2	5.4	0.8	9.2
Toyota/Lexus	779,208	676,939	8.4	6.9	278,797	268,414	6.1	5.6	1,058,005	945,353	7.6	6.5	1.1	11.9
Nissan/Infiniti	443,151	501,095	4.8	5.1	171,954	153,412	3.8	3.2	615,105	654,507	4.4	4.5	– 0.1	– 6.0
VW/Audi	150,811	149,786	1.6	1.5	6,643	5,147	0.1	0.1	157,454	154,933	1.1	1.1	0.1	1.6

*Estimate

Ford endorses NADA shop system for small dealerships

By Liz Pinto
AUTOMOTIVE NEWS STAFF REPORTER

Ford Motor Co. is recommending to its dealers that they consider adopting the service operation program of the National Automobile Dealers Association.

Ford has endorsed the NADA's Manual Shop Scheduling and Loading System, a complete system of organizing and operating service departments at small to medium-sized dealerships.

While large dealerships use computers for scheduling and loading, this manual system is more cost-efficient for smaller dealers.

The NADA system, already used by some dealers, features a scheduling and loading chart designed to track a full day's work assignments. It enables the scheduler to determine the flat-rate hours generated by service technicians. He then can compute a technician's work load in billable hours, giving dealerships an accurate picture of individual and shop productivity.

Ken Myers, marketing manager for Ford Parts and Service Division, said: "All manufacturers recognize now that customers are kings and that they have to do what customers want. Our concern is to take care of as many customers at dealerships as possible. It is important to reduce the time customers have to wait in line for car repairs."

NADA President Ray Green commended Ford for embracing the NADA program. Green has not approached other manufacturers with the program, but said he believes that when they see what Ford has done they will adopt it.

"In the past, manufacturers would not have endorsed NADA programs because there was always some type of adversary relationship there," Green said. "There is a difference in the attitude of manufacturers toward dealers and the NADA."

The review by all manufacturers of an NADA model franchise agreement is further evidence of this changing attitude, Green said.

"The manufacturers are . . . looking for ways to improve their relationship with dealers," Green said. "This system is one way, and I believe that between now and the NADA convention in February, there will be other new programs announced by manufacturers to help dealer profitability."

Makers extend incentives, but not much is new

INCENTIVE WATCH
CUSTOMER INCENTIVES

	Rebates	Expiration Date
Chrysler Corp. (1989-90)		
Chrysler	$500-2,000	1/9
Town & Country	$1,000	1/9
Dodge cars	$1,000-2,500	1/9
Dodge trucks	$750-2,500	1/9
Caravan	$1,000	1/9
Eagle	$1,000-2,500	1/9
Jeep	$1,000-3,000	1/9
Plymouth	$1,000-1,300	1/9
Voyager	$1,000	1/9
Finance rate, in lieu of rebate, starts at 7.9 percent.		
Chrysler Corp. (1991)		
Chrysler	$500-750	1/9
Dodge cars	$400-1,000	1/9
Dodge trucks	$300-750	1/9
Eagle	$400-500	1/9
Jeep	$500-3,000	1/9
Plymouth	$400-500	1/9
Minivans	$500	1/31
Ford Motor Co. (1990)		
Ford Festiva	$700	2/28
Ranger	$1,500	2/28
All Lincoln	$1,500	1/31
Ford Motor Co. (1991)		
Ford Escort, Festiva	$500	2/28
Ranger	$1,000	2/28
Mercury Tracer	$500	2/28
Grand Marquis	$1,000	2/28
Finance rate, in lieu of rebate, starts at 7.9 percent for 48 months or less.		
General Motors (1990)		
Buick Reatta*	$3,000	1/7
Other Buick*	$250-1,000	1/7
Cadillac	$1,200	1/7
Chevrolet Geo	$300-1,000	1/7
Other cars	$500-1,000	1/7
Geo Tracker	$1,000	1/7
Other trucks	$500-1,000	1/7
Oldsmobile	$1,500-2,500	1/7
Pontiac Bonneville, Grand Prix, Grand Am	$750-1,250	1/7
*Based on option package selected All makes except Cadillac offer cut-rate financing in lieu of rebates.		
General Motors (1991)		
Buick Reatta*	$3,000	1/7
Other Buick*	$250-1,000	1/7
Cadillac Brougham	$1,500	1/7
Chevrolet Geo	$300-500	1/7
Other cars	$500-1,000	1/7
Geo Tracker	$500-1,000	1/7
Other trucks	$500-1,000	1/7
Oldsmobile	$500-1,500	1/7
Pontiac Firebird**	$500-1,000	1/7
Other Pontiac	$500-750	1/7
*Based on option package selected **Firebird rebate is $1,000 in California only. All makes except Cadillac offer cut-rate financing in lieu of rebates.		
Jaguar (1990-91) (all except '91 XJ6)	$5,000 for owners of '88 Jaguars	1/31
Mazda (1990)		
Cars	$750-1,500	2/28
Trucks	$1,000-1,250 plus free trim package	2/28
MPV	$886-1,246 discount on option packages	2/28
Toyota (1991)		
Celica GT, 4Runner	$800 discount on option packages	10/1

Francis J. Gawronski
AUTOMOTIVE NEWS STAFF REPORTER

Nine automakers extended or revised dealer and/or consumer incentive programs last week.

Chrysler Corp. extended its modified push-pull type incentive program for dealers. It has factory-set purchase and sales quotas based on the dealership's size, stock and sales record.

INCENTIVE WATCH
DEALER INCENTIVES

	Rebate	Expiration Date
Chrysler Corp. (1990-91)		
Jeep Cherokee	$250	1/31
Grand Wagoneer	$2,000	1/31
Minivans (1991) (without air bags)	$500	1/31
Cars	$250-1,000, quota	1/31
Ramcharger, Ram D-W pickups	$1,000	1/31
Ford Motor Co. (1990)		
Ford Probe GT	$1,500	2/28
Thunderbird	$1,200	2/28
Taurus SHO	$3,000	2/28
Other Taurus	$1,100	2/28
Crown Victoria	$1,000	2/28
Other cars	$800	2/28
Ford Bronco	$2,000	2/28
Other trucks	$900-1,100	2/28
Mercury Topaz	$800	2/28
Sable	$1,100	2/28
Cougar	$1,200	2/28
Grand Marquis	$1,500	2/28
All Lincoln	$2,000	1/31
Ford Motor Co. (1991)		
Ford Taurus SHO	$1,000	2/28
Crown Victoria	$750	2/28
Other cars	$100-$700, based on sales	2/28
Ford trucks	$100-$700, based on sales	2/28
Mercury Topaz, Cougar, Sable	$100-$700, based on sales	2/28
Audi (1990)		
100 Series	$3,000	1/31
Isuzu		
Impulse (1990)	$1,500	2/15
Trooper (90-91)	$1,300-1,700, quota	3/31
Pickup (1991)	$600-1,500, quota	3/31
Nissan (1990)		
Pathfinder	$1,500	4/2
Nissan (1990-91)		
Stanza	$0-1,500, quota	4/2
Pickups	$1,200	4/2
Peugeot (1989)		
405	$2,500-3,500	None
Suzuki (1990)		
Swift	$400-700	2/4
Sidekick	$1,000-1,500	2/4
Suzuki (1991)		
Swift	$400-500	2/4
Sidekick	$500	2/4
Toyota (1989-91)		
Corolla	$300-700, quota	2/4
Camry	$500-900, quota	2/4
Pickup	$200-900, quota	2/4
Volkswagen (1990)		
Golf	$500	None
Fox	$750	None
Corrado	$1,500	None
Jetta	$500	None
Cabriolet	$1,000	None

Chrysler's program, which runs through Jan. 31 and covers all 1990 and 1991 cars, pays dealers rebates of $250 per unit sold between 50.1 percent and 75 percent of their sales quotas, $750 per unit between 75.1 percent and 99.9 percent and $1,000 for each unit over 100 percent of quota.

Chrysler also announced an incentive for selected 1990-91 Jeep and Ram trucks and 1991 minivans. Rebates include $250 per unit on Cherokee base and Sport models and $2,000 on Grand Wagoneer; $1,000 on Ram Charger and Ram D and W Club Cab pickups; and $500 on minivans without air bags. Those programs also run through Jan. 31.

On Jan. 1, Ford Motor Co. reduced its dealer rebates by $200 on all 1990 Ford cars and trucks except Probe GT, Taurus SHO, Crown Victoria and Bronco and on all Mercury Topaz, Sable and Cougar models. Rebates in the new program, which runs through Feb. 28, range from $800 to $3,000.

Nissan Motor Corp in U.S.A. announced a new program that runs through April 2. It pays dealers up to $1,500 per unit on 1990 and 1991 Stanzas for performance against quota, $1,200 on 1990 and 1991 pickups and $1,500 on 1900 Pathfinders.

Dealers will receive $800 for the first 1990 Stanza sold, $1,000 for the second, $1,300 for the third and $1,500 for the fourth and up. For 1991 models, dealers will receive nothing for the first three units sold, $400 for the fourth and fifth, $500 for the sixth and seventh, $650 for the eighth and ninth, $750 for the 10th, $900 for the 11th and $1,200 for the 12th and up.

Volkswagen of America Inc. added Jetta and Cabriolet to its dealer rebate program on 1990 models and extended it indefinitely. The new program includes per-unit payments of $500 on Jetta and Golf, $750 on Fox, $1,000 on Cabriolet and $1,500 on Corrado.

Audi of America Inc. extended through Jan. 31 its incentive program that pays dealers $3,000 on the 1990 Audi 100.

American Isuzu Motors Inc. announced a quota-type rebate program on 1990 and 1991 Troopers that pays dealers $1,300 per units for one through eight sales, $1,500 for nine through 16 and $1,700 for 17 and up.

The Isuzu program also covers 1991 pickups and pays dealers $600 for one through nine sales, $900 for 10 through 18 and $1,300 for 19 and up. Dealers also receive an added $200 per unit for each 4x4 model sold during the period. Both programs end March 31.

Isuzu also is paying dealers $1,500 for each 1990 Impulse sold between Jan. 1 and Feb. 15.

On the consumer side, Mazda Motor of America Inc. extended its program on cars and trucks through Feb. 28, while Jaguar Cars Inc. will continue to pay owners of 1988 Jaguars $5,000 on the purchase of 1990 and 1991 models, except the XJ6, through Jan. 31.

Toyota Motor Sales U.S.A. Inc. announced a dealer incentive program that ends Feb. 4. It covers 1989, 1990 and 1991 Corolla, Camrys and trucks.

The quota-type dealer rebates range from $300 to $700 on Corolla, $500 to $900 on Camry, $600 to $900 on base 2x2 and 4x4 trucks and $200 to $500 on other trucks.

Toyota also has a consumer incentive that offers an $800 discount on optional equipment packages the 1991 Celica GT and 4Runner throughout the model year.

The option package for the Celica GT includes such items as power package (power windows, locks and mirrors), cruise control, air conditioner, AM/FM cassette, rear spoiler and floor mats. The 4Runner package include power package, cruise control, chrome package (chromed front and rear bumpers, grille, door handles and windshield molding), air conditioner, AM/FM cassette and floor mats.

AUCTION DATES

Chrysler Corp.

Jan. 8 — Indianapolis Auto Auction Inc., Indianapolis; Utah Auto Auction Inc., West Bountiful, Utah; San Antonio Auto Auction, San Antonio, Texas; South Seattle Auto Auction Inc., Kent, Wash.; and Fredericksburg Auto Auction Inc., Fredericksburg, Va.

Jan. 9 — Manheim Auto Auction, Manheim, Pa.; and Minneapolis Auto Auction Inc., Maple Grove, Mo.

Jan. 10 — Auto Dealers Exchange of Birmingham, Moody, Ala.; Aptco Auto Auction Inc., Taylor, Mich.; Hatfield Auto Auction, Hatfield, Pa.; Omaha Auto Auction, Omaha, Neb.; Golden Gate Auto Auction Inc., Fremont, Calif.; and Big Sky Auto Auction Inc., Billings, Mont.

Jan. 11 — Tri-State Auto Auction Inc., Cicero, N.Y.

Jan. 15 — Columbus Fair Auto Auction Inc., Columbus, Ohio; Dallas Auto Auction Inc., Grand Prairie, Texas; Clanton's Auto Auction Inc., Darlington, S.C.; Southern Auto Auction, East Windsor, Conn.; Southwest Auto Auction Inc., Chandler, Ariz.; Portland Auto Auction Inc., Portland, Ore.; and Nashville Auto Auction Inc., Nashville, Tenn.

Ford Motor Co.

Jan. 7 — Georgia Dealers Auto Auction, Atlanta.

Jan. 8 — Greater Chicago Auto Auction, Chicago; Harrisonburg Auto Auction, Harrisonburg, Va.; Texas Hobby Auto Auction, Houston; Dealers Auto Auction of Oklahoma City, Oklahoma City; Bay Cities Auto Auction Inc., Hayward, Calif.; and Greater Tampa Bay Auto Auction, Tampa, Fla.

Jan. 9 — Northway Auto Auction, Tampa, Fla.; Albuquerque Auto Auction, Albuquerque, N.M.; Aptco Auto Auction, Taylor, Mich.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Salt Lake Auto Auction, Salt Lake City, Utah.

Jan. 10 — Ohio Auto Auction Inc., Grove City, Ohio; Denver Auto Auction, Aurora, Colo.; Greensboro Auto Auction, Greensboro, N.C.; Minneapolis Auto Auction, Maple Grove, Minn.; Nashville Auto Auction, Nashville, Tenn.; Skyline Auto Exchange, Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

Jan. 14 — Fort Worth Auto Auction, Fort Worth, Texas; and Auto Dealers Exchange of Memphis, Memphis, Tenn.

General Motors

Jan. 8 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Dallas, Dothan Auto Auction, Dothan, Ala.; Fresno Auto Dealers Auction, Fresno, Calif.; Manheim Auto Auction, Manheim, Pa.; Auto Auction of Billings, Billings, Mont.; and Florida Auto Auction of Orlando, Ocoee, Fla.

Jan. 9 — Atlanta Auto Auction, Red Oak, Ga.; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Southern California Auto Auction, Fontana, Calif.; Mid-America Auto Auction, Louisville, Ky.; Mississippi Auto Auction, Hattiesburg, Miss.; Omaha Auto Auction, Omaha, Neb.; and Brasher's Sacramento Auto Auction, Rio Linde, Calif.

Jan. 10 — Amarillo Auto Auction, Amarillo, Texas; Arena Auto Auction, Bolingbrook, Ill.; Columbus Fair Auto Auction, Columbus, Ohio; Southwest Auto Auction, Chandler, Ariz.; Portland Auto Auction, Portland, Ore.; Ark-La-Tex Auto Auction Inc., Shreveport, La.; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah.

Jan. 15 — Auto Dealers Exchange of Birmingham, Moody, Ala.; Harrisonburg Auto Auction Inc., Harrisonburg, Va.; Metro Milwaukee Auto Auction, Caledonia, Wis.; National Auto Dealers Exchange, Bordentown, N.J.; Dealers Auto Auction of Oklahoma City, Oklahoma City; Florida Auto Auction of Orlando, Ocoee, Fla.; and San Antonio Auto Auction, San Antonio.

Jan. 16 — Puget Sound Auto Auction, Auburn, Wash.; Indianapolis Auto Auction Inc., Indianapolis; Metro Auto Auction of Kansas City Inc., Lee's Summit, Mo.; Auto Dealers Exchange of Memphis, Memphis, Tenn.; Minneapolis Northstar Auto Auction Inc., Shakopee, Minn.; Golden Gate Auto Auction, Fremont, Calif.; and Statesville Auto Auction, Statesville, N.C.

Mazda Motor of America Inc.

Jan. 8 — Puget Sound Auto Auction, Auburn, Wash.

Jan. 22 — Bay Cities Auto Auction, Hayward, Calif.

Mitsubishi Motor Sales of America

Jan. 8 — Greater Chicago Auto Auction, Chicago; and Florida Auto Auction, Orlando, Fla.

Jan. 9 — Southern California Auto Auction, Fontana, Calif.

Jan. 10 — Utah Auto Auction, Salt Lake City, Utah.

Jan. 15 — Newburgh Auto Auction, Newburgh, N.Y.; Southwest Auto Auction, Phoenix, Ariz.; and Greensboro Auto Auction, Greensboro, N.C.

Nissan Motor Corp. in U.S.A.

Jan. 9 — Riverside Auto Auction, Riverside, Calif.

Jan. 10 — Colorado Auto Auction, Denver.

Jan. 15 — Greater Chicago Auto Auction, Chicago.

Jan. 16 — Atlanta Auto Auction, Red Oak, Ga.

Subaru of America

Jan. 8 — Metro Auto Auction, Lee's Summit, Mo.

Jan. 15 — Puget Sound Auto Auction, Auburn, Wash.

Jan. 17 — Southern California Auto Auction, Fontana, Calif.

Toyota Motor Sales U.S.A.

Jan. 8 — Bay Cities Auto Auction, Hayward, Calif.; and Georgia Dealers' Auto Auction, Atlanta.

Jan. 10 — Harrisonburg Auto Auction, Harrisonburg, Va.; and St. Louis Auto Auction, Bridgeton, Mo.

Jan. 15 — Southern Auto Auction, East Windsor, Conn.; Southern California Auto Auction, Fontana, Calif.; and Gulf States Auto Auction, Mesquite, Texas.

Jan. 16 — Greater Tampa Bay Auto Auction, Tampa, Fla.

Jan. 17 — Baltimore-Washington Auto Exchange, Baltimore; and Denver Auto Auction, Aurora, Colo.

Jan. 22 — South Seattle Auto Auction, Kent, Wash.; Aptco Auto Auction, Taylor, Mich.; and Newburgh Auto Auction, Newburgh, N.Y.

Jan. 24 — Clanton's Auto Auction, Darlington, S.C.; and Greater Chicago Auto Auction, Chicago.

Jan. 29 — Southern Auto Auction, East Windsor, Conn.; Southern California Auto Auction, Fontana, Calif.; and Florida Auto Auction of Orlando, Ocoee, Fla.

Volvo Cars of North America

Jan. 8 — West Palm Beach Auto Auction, West Palm Beach, Fla.

Jan. 10 — Manheim Auto Auction, Manheim, Pa.; and Golden Gate Auto Auction, Fremont, Calif.

Jan. 15 — Nashville Auto Auction, Nashville, Tenn.

Jan. 23 — Riverside Auto Auction, Riverside, Calif.

Westcott buys 6% of Sandy

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Westcott Communications Inc. purchased a sizeable chunk of Sandy Corp., creating the potential for a merger between two major suppliers of sales training materials to automakers and dealers.

Westcott, based in Carrollton, Texas, owns the Auto Satellite Television Network.

Last fall, Westcott presented the outline of a merger proposal to Sandy's board through John Sheehy, a board member who represented Troy, Mich.-based Sandy in discussions.

The two firms could not reach an agreement and haven't talked since, according to William H. Sandy, Sandy Corp.'s chairman and chief executive officer.

But in December, Westcott purchased 142,900 shares, or 6.38 percent, of Sandy's outstanding stock for about $156,000.

In a 13D filing with the U.S. Securities and Exchange Commission Dec. 27, Westcott said it bought the stock "for investment, with a view to acquiring an equity interest in the company or, subject to future developments, the possible acquisition of the company," leading to speculation of a possibly hostile takeover.

William Sandy said, "Since I vote 51 percent of the stock, I don't see how a hostile takeover is possible. Everything else is speculative."

Sandy said he has authority to vote not only his own shares, but other family members' and employee shareholders' stock.

The question of how he would vote on an attractive offer, Sandy said, "is purely hypothetical since there are no discussions going on between the companies right now."

Westcott provides training information and sales motivation programs for auto dealers through its niche television network, ASTN, and similar services for other niche markets.

ASTN handles all the firm's automotive training educational and informational programming. Some 4,400 dealers subscribed to the TV service as of Sept. 30, 1990.

Sandy provides consulting, training and communications service for automakers and dealers.

Westcott President Jack T. Smith said his company was interested in Sandy because "they do a lot of work with GM and do a lot of communications with GM dealers."

Smith said Westcott has "not made any determination of whether we will acquire any more (Sandy) stock, sell it or attempt to acquire the company again."

Sandy has piled up yearly losses since it began being publicly traded on the American Stock Exchange in 1986. It lost $1,882,000 on revenues of $33,473,000 for its fiscal 1990 ended Aug. 30, 1990.

Sandy's stock traded at $2 a share last Friday, up from $1.25 the previous Monday.

Westcott has been trading for between $4.50 and $5 a share, according to Wayne Maynard, Westcott's chief financial officer.

He said the company earned $1.023 million on revenues of $16.375 million for the first nine months of its 1990 fiscal year ended Sept. 30.

PRODUCTION

U.S. CAR

	Week Ended Jan. 5, 1991	Week Ended Dec. 22, 1990	Dec. Total	Jan. 1 to Dec. 31, 1990	Jan. 1 to Dec. 31, 1989
Horizon	0	0	0	4,327	32,937
Sundance	0	0	4,572	87,587	100,818
Acclaim	1,500	2,922	8,869	120,440	125,292
Total Plymouth	**1,500**	**2,922**	**13,441**	**212,354**	**258,047**
LeBaron A	0	0	0	8,071	0
LeBaron J	0	1,554	3,068	52,026	93,670
LeBaron GTS	0	0	0	0	2,946
N. Yorker C-Class	200	358	1,014	34,876	74,675
Fifth Avenue	500	1,203	3,308	29,297	26,863
Imperial	150	492	1,370	24,489	5,740
Total Chrysler	**850**	**3,007**	**8,760**	**148,759**	**203,914**
Omni	0	0	0	4,078	34,021
Daytona	0	797	1,554	33,376	72,452
Shadow	0	0	5,009	95,661	104,145
Dynasty	2,000	3,439	9,543	123,047	132,636
Lancer	0	0	0	0	1,529
Spirit	1,300	2,469	7,522	105,587	108,048
Total Dodge	**3,300**	**6,705**	**23,428**	**361,798**	**453,430**
CHRYSLER MOTORS	**5,650**	**13,234**	**45,629**	**722,882**	**916,191**
Escort	3,431	5,767	11,502	242,031	347,290
Mustang	2,223	1,460	4,675	129,066	172,698
Tempo	1,977	0	6,169	125,151	146,938
Taurus	4,905	8,295	15,889	329,852	362,181
Thunderbird	1,350	1,114	3,658	107,366	137,395
Total Ford Div.	**13,886**	**16,636**	**41,893**	**933,466**	**1,166,552**
Topaz	663	0	2,276	46,729	66,587
Cougar	2,025	1,688	4,562	73,373	114,300
Sable	1,383	2,202	5,095	101,334	116,886
Total Mercury	**4,071**	**3,890**	**11,933**	**221,436**	**297,773**
Continental	720	1,178	3,543	58,620	64,462
Mark VII	128	206	608	18,023	21,582
Town Car	1,690	2,776	8,329	145,806	127,679
Total Lincoln	**2,538**	**4,160**	**12,480**	**222,449**	**213,723**
Total L-M Div.	**6,609**	**8,050**	**24,413**	**443,885**	**511,496**
FORD MOTOR CO.	**20,495**	**24,686**	**66,306**	**1,377,351**	**1,678,048**
Skyhawk	0	0	0	0	6,913
Skylark/Somerset	1,500	2,534	7,436	94,289	68,464
Century	0	0	1,567	63,771	122,766
Riviera	0	284	866	21,312	20,626
Electra/Park Ave.	1,500	0	5,640	62,621	80,049
LeSabre (fwd)	2,376	0	5,919	154,415	155,717
LeSabre (rwd)	0	0	34	4,092	9,141
Reatta	0	0	205	5,590	6,378
Total Buick	**5,376**	**2,818**	**21,667**	**406,090**	**470,054**
Eldorado	0	683	2,031	22,038	29,161
Seville	0	1,019	3,062	35,313	24,319
Brougham (rwd)	446	0	0	29,637	56,367
DeVille (fwd)	1,900	3,104	9,101	161,970	180,510
Allante	37	64	175	3,498	3,232
Total Cadillac	**2,383**	**4,870**	**14,369**	**252,456**	**293,589**
Cavalier	3,202	7,373	27,333	360,769	355,075
Camaro	0	0	4,195	70,939	100,684
Celebrity	0	0	0	0	70,365
Corsica/Beretta	0	0	8,249	269,018	370,741
Caprice	1,520	2,532	6,085	199,717	162,751
Corvette	248	0	413	22,094	25,279
Total Chevrolet	**4,970**	**9,905**	**46,275**	**922,537**	**1,084,895**
Calais	1,092	1,850	5,525	100,087	87,747
Cutlass Ciera	0	0	1,967	65,339	87,906
Cutlass Supreme	1,278	0	4,350	93,786	115,084
Toronado	0	202	597	14,772	10,334
88 (fwd)	1,159	0	3,465	99,139	140,877
88 (rwd)	0	0	1,370	3,436	7,534
98	1,188	1,408	3,473	42,346	71,497
Total Oldsmobile	**4,717**	**3,460**	**20,747**	**418,905**	**529,981**
Sunbird	1,372	3,856	11,991	167,404	151,178
Grand Am	0	0	4,800	204,813	226,882
Firebird	0	0	1,405	40,361	56,441
Grand Prix	0	0	6,227	112,875	125,191
Pontiac 6000	0	0	1,467	51,522	78,910
Bonneville	1,108	0	3,052	72,179	90,885
Safari/Parisienne	0	0	0	0	2,691
Total Pontiac	**2,480**	**3,856**	**28,942**	**649,154**	**732,178**
Total Saturn	**312**	**529**	**2,883**	**5,829**	**0**
GENERAL MOTORS	**20,230**	**25,429**	**134,883**	**2,664,962**	**3,101,697**
DIAMOND-STAR	**2,100**	**3,134**	**9,814**	**181,952**	**98,741**
HONDA	**5,256**	**8,791**	**26,511**	**433,317**	**362,274**
Civic	778	1,469	4,460	100,651	129,309
Accord	4,480	7,322	22,051	332,666	232,965
MAZDA†	**4,800**	**6,800**	**13,884**	**181,188**	**216,581**
NISSAN	**1,916**	**2,817**	**8,129**	**97,398**	**115,584**
NUMMI	**2,400**	**4,281**	**13,864**	**294,513**	**192,471**
Corolla	1,200	2,105	6,875	102,790	80,129
Geo Prizm/Nova	1,200	2,156	6,989	101,723	112,342
SUBARU-ISUZU	**504**	**1,479**	**4,803**	**35,115**	**5,361**
TOYOTA	**2,230**	**4,869**	**13,618**	**217,463**	**151,888**
TOTAL CARS, U.S.	**64,793**	**92,589**	**336,824**	**6,875,331**	**6,829,576**
TOTAL CARS, CANADA	**8,931**	**14,649**	**59,129**	**1,056,704**	**1,007,209**
U.S., CANADA CARS	**73,724**	**107,229**	**395,753**	**7,132,035**	**7,837,185**
U.S., CANADA CARS AND TRUCKS	**121,855**	**161,883**	**618,605**	**11,781,782**	**13,856,733**

Monthly estimates may contain error of one or two units due to rounding.
†Total includes MX-6, 626, and Ford Probe

CANADIAN CAR

	Week Ended Jan. 5, 1991	Week Ended Dec. 22, 1990	Dec. Total	Jan. 1 to Dec. 31, 1990	Jan. 1 to Dec. 31, 1989
Monaco	0	0	764	11,083	1,184
Premier	0	0	1,660	13,593	32,720
CHRYSLER MOTORS	**0**	**0**	**2,424**	**24,676**	**33,904**
Tempo	2,112	2,966	5,850	109,964	134,079
Topaz	768	1,283	2,493	40,623	56,516
Crown Victoria	0	1,894	6,663	120,503	117,900
Grand Marquis	0	1,924	6,702	114,059	127,074
FORD MOTOR CO.	**2,880**	**6,867**	**21,708**	**385,149**	**436,988**
Celebrity	0	0	0	20,319	26,699
Cutlass Ciera	712	0	1,781	75,556	122,135
Lumina	0	1	6,028	216,997	196,411
Regal	0	0	5,958	101,528	74,346
GENERAL MOTORS	**712**	**1**	**13,767**	**414,400**	**419,991**
CAMI	**2,300**	**2,386**	**8,105**	**33,885**	**0**
HONDA	**1,230**	**2,117**	**6,480**	**168,781**	**86,353**
HYUNDAI	**298**	**540**	**2,075**	**25,873**	**3,570**
TOYOTA	**1,500**	**1,341**	**4,982**	**61,112**	**19,548**
VOLVO	**80**	**199**	**550**	**6,828**	**8,274**
TOTAL CARS, CANADA	**8,931**	**14,649**	**59,129**	**1,056,704**	**1,007,209**

U.S. TRUCK

Caravan	1,300	2,203	8,062	92,656	106,717
Dakota	1,100	0	3,899	72,224	94,415
Caravan C/V	25	0	2	4,173	6,400
Ram pickups	1,100	0	3,900	100,301	91,036
Total Dodge	**3,525**	**2,203**	**15,863**	**269,354**	**298,568**
Cherokee	0	4,039	7,843	151,230	207,216
Comanche	0	346	680	9,576	25,311
Grand Wagoneer	0	330	330	6,449	10,159
Wagoneer	0	103	213	3,888	6,898
Total Jeep	**0**	**4,819**	**9,066**	**171,143**	**249,584**
Voyager	1,000	1,481	5,861	82,618	99,657
Town & Country	25	52	224	2,508	3,330
Total C-P Div.	**1,025**	**1,533**	**6,085**	**85,126**	**102,987**
CHRYSLER MOTORS	**4,550**	**8,564**	**31,014**	**525,623**	**651,139**
Aerostar	2,400	0	3,932	197,999	215,702
Bronco	581	0	950	45,878	70,156
Bronco II/Explorer	3,110	5,364	16,926	210,231	118,547
Navajo	183	444	1,328	8,687	0
Econoline	2,520	1,217	5,212	166,589	207,548
Mediums/Heavies	684	1,061	2,091	48,649	57,034
Light trucks	5,478	0	11,397	425,889	675,326
Ranger	4,702	2,642	13,302	290,950	307,460
Total Ford Div.	**19,660**	**10,728**	**55,138**	**1,394,872**	**1,651,773**
FORD MOTOR CO.	**19,660**	**10,728**	**55,138**	**1,394,872**	**1,651,773**
Astro	1,473	0	2,889	125,162	161,748
Blazer	0	357	711	15,352	32,779
Lumina APV	0	0	1,219	77,220	16,404
Mediums/Heavies	129	184	392	8,302	8,992
P-Model	0	0	516	20,651	30,615
Pickups	42	273	9,109	394,782	402,302
S-10	3,459	1,794	14,964	242,886	242,430
S-10 Blazer	631	545	3,305	73,307	165,643
Sportsvan/Van	0	590	1,477	54,837	97,310
Suburban	0	1,343	2,447	61,885	70,604
Total Chevrolet	**5,734**	**5,086**	**37,029**	**1,074,384**	**1,228,827**
Jimmy	0	112	214	4,685	8,339
Mediums/Heavies	231	416	245	6,451	13,283
P-Model	0	108	168	2,769	4,257
Pickups	21	376	5,137	142,861	127,774
S-10/Sonoma	775	55	3,257	53,360	58,355
S-15 Jimmy	303	0	391	22,979	51,614
Safari	783	998	889	43,562	46,350
Suburban	0	550	2,193	30,686	32,221
Vandura/Rally Vans	0	0	976	20,476	30,161
Total GMC	**2,113**	**2,615**	**13,470**	**327,849**	**372,364**
Silhouette	0	0	330	26,435	3,730
Bravada	172	0	717	0	0
Total Oldsmobile	**172**	**0**	**1,047**	**29,770**	**3,730**
Pontiac Trans Sport	0	0	673	41,992	7,120
GENERAL MOTORS	**8,019**	**7,701**	**52,219**	**1,473,995**	**1,612,831**
NAVISTAR	**0**	**1,000**	**5,100**	**72,261**	**79,947**
NISSAN	**1,943**	**2,565**	**8,736**	**139,404**	**123,057**
SUBARU-ISUZU	**625**	**2,412**	**5,128**	**37,236**	**5,799**
AM GENERAL	**458**	**458**	**1,800**	**22,140**	**22,500**
MISCELLANEOUS	**3,000**	**3,000**	**12,000**	**147,000**	**144,000**
TOTAL TRUCKS, U.S.	**30,155**	**37,000**	**171,223**	**3,883,130**	**4,290,936**

CANADIAN TRUCK

Caravan	1,573	3,412	10,509	126,769	142,135
Caravan C/V	45	197	635	7,385	9,423
Ram Wagon	0	0	561	19,152	25,296
Ram Van	0	0	1,992	56,246	71,428
Total Dodge	**1,618**	**3,609**	**13,697**	**209,552**	**248,282**
Voyager	1,342	2,356	8,044	101,143	119,572
Total Plymouth	**1,342**	**2,356**	**8,044**	**101,143**	**119,572**
Wrangler	900	1,612	4,675	58,184	69,565
Total Jeep	**900**	**1,612**	**4,675**	**58,184**	**69,565**
CHRYSLER MOTORS	**3,860**	**7,577**	**26,416**	**368,879**	**437,419**
FORD MTR. (E. bts.)	**1,824**	**3,048**	**5,962**	**131,388**	**185,485**
Light trucks	1,959	3,002	9,609	167,483	165,101
Vans	0	659	2,042	46,062	61,637
Total Chevrolet	**1,959**	**3,661**	**11,651**	**213,545**	**226,738**
Light trucks	591	1,051	2,872	61,483	70,941
Vans	0	290	820	18,006	27,099
Total GMC	**591**	**1,341**	**3,692**	**79,491**	**98,040**
GENERAL MOTORS	**2,550**	**5,002**	**15,343**	**293,036**	**324,778**
CAMI	**858**	**983**	**3,388**	**17,392**	**0**
NAVISTAR	**92**	**172**	**529**	**15,922**	**18,900**
TOTAL TRKS., CANADA	**9,176**	**16,774**	**51,829**	**825,817**	**928,612**
U.S., CANADA TRKS.	**47,331**	**53,864**	**222,952**	**4,829,747**	**5,219,548**

Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

PRODUCTION

FROM PAGE 1

Fourth-quarter truck output was 802,853, the lowest total for the period since 1984 when 780,055 trucks were built.

Truck production in the final quarter fell 11.99 percent below the same period in 1989.

December's truck build was the lowest for that month since 1982 when 128,948 units were built.

Last month, 171,223 trucks were produced, 36.90 percent below 1989.

Last week, U.S. makers scheduled 64,793 cars and 38,155 trucks.

Ford has scheduled all but two assembly plants to be idle temporarily this month. The following plants will be idle this week: Kansas City, Mo., car and truck lines; St. Louis; Chicago; Wayne, Mich.; and Kentucky Truck. Scheduled to be idle this week and the week of Jan. 14 are the Lorain, Ohio, car and truck lines; Norfolk, Va.; Michigan Truck (Wayne, Mich.); and Dearborn, Mich.

In addition, the St. Paul, Minn., car facility will be idle the week of Jan. 14, and Atlanta will be idle the weeks of Jan. 14 and 21.

Ford has also reduced the Edison, N.J., truck facility for a single shift for seven weeks. Normal production is expected to resume Feb. 25.

General Motors scheduled five truck plants and six car plants to be idle this week. The truck plants are: Tarrytown, N.Y.; Flint, Mich.; Fort Wayne, Ind.; Pontiac, Mich. (East); Detroit; and the truck line of the Lordstown, Ohio, facility. Car plants idle are: Lansing, Mich. (B); Linden, N.J.; Lansing, Mich. (Reatta Craft Centre); Kansas City, Kan.; Oklahoma City; and Van Nuys, Calif. All lines except Allante will be idle this week at the Detroit-Hamtramck, Mich., facility.

Chrysler has scheduled the St. Louis (No. 1) car plant and the Toledo, Ohio, Jeep facility to be idle this week and next week. The Sterling Heights, Mich., car plant is scheduled to return Jan. 28.

Canadian car production in 1990 was 1,056,704, the highest since 1986 when 1,073,312 cars were produced. The 1990 total was up 4.91 percent over 1989.

Fourth-quarter car production was 282,898, inching above 1989 by 0.78 percent.

December's car build was the lowest for that month since 1982 when 50,088 cars were built.

Last month's total build was 59,129, a drop of 27.45 percent below the same month in 1989.

Total Canadian truck production in 1990 was 826,617, down 10.98 percent below 1989.

Fourth-quarter truck production was 201,146, down 9.35 percent from 1989.

December truck production was the lowest since 1986 when 47,483 units were produced.

Last month's truck output was 51,629, a drop of 17.41 percent below December 1989.

Former Oldsmobile-Cadillac dealer to repay buyers of auction cars

The former owner of an Oldsmobile-Cadillac dealership in Maryland has agreed to set aside $80,000 in refunds for customers who bought used cars thinking they were new.

Refunds will go to those consumers who bought cars for personal use and who were not told that Joseph Thacker Oldsmobile-Cadillac of Parole, Md., had purchased the cars through General Motors' auction program and who also were not told that the cars had been part of a rental company's fleet.

Maryland Attorney General J. Joseph Curran Jr. started investigating last March after the state Motor Vehicle Administration tried to revoke Thacker's license.

In October, Thacker retired and sold the dealership to Fitzgerald Oldsmobile-Cadillac of Kensington, Md., effectively ending the agency's effort to take away Thacker's license. The attorney general's office then took over.

— Helen Kahn

NOTE

ONLY THE FOLLOWING PAGES OF THIS

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